

PROPRIETARY · DO NOT DISTRIBUTE · © 2026 ENGEL & VÖLKERS SNELL REAL ESTATE

LOS CABOS · BAJA CALIFORNIA SUR · 2026 EDITION

The Seller's Guide

How we prepare, market and close the sale of your Los Cabos home, and what you can expect at every step.

PREPARE
The documents that make a listing move

MARKET
Local mastery, global exposure

CLOSE
From accepted offer to funds released

NET
Costs, capital gains and what you keep

SCAN TO EMAIL US
Ask us about selling

Some content and imagery may be created or enhanced with AI. All materials are reviewed and approved by Engel & Völkers Snell Real Estate

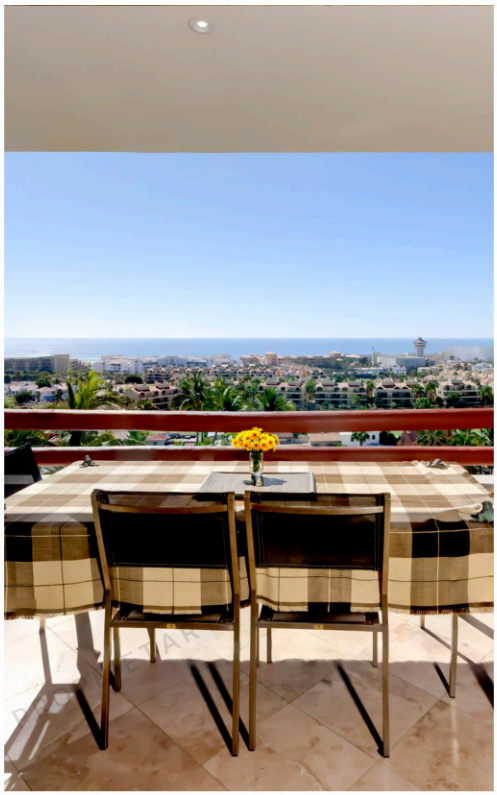
© 2026 Engel & Völkers Snell Real Estate. Proprietary material. Reproduction, modification or redistribution is prohibited.

A NOTE BEFORE YOU BEGIN

Selling your home in Los Cabos

A successful sale in Los Cabos rests on three things: a complete file from the start, a price supported by market data, and marketing that reaches buyers in Mexico and abroad.

This guide explains how we handle each of them. It covers the paperwork, the listing timeline, how your home is presented and promoted, how a Mexican closing works from the seller's side, and the costs and taxes worth understanding **before** you sign a listing agreement.



2 to 3
MONTHS, TYPICAL, FROM OFFER TO CLOSING

1
CLOSING COORDINATOR ON EVERY FILE

8
INTERNATIONAL PORTALS FROM ONE LISTING

14
DAYS, TYPICAL, FROM PAPERWORK TO LIVE

INSIDE THIS GUIDE

01 **Your audience**
Where your home will be seen

02 **The listing journey**
Fourteen days to market

03 **Your documents**
What we need, and when

04 **Price and presentation**
Getting the first impression right

05 **From offer to closing**
The seller's side, step by step

06 **Who pays what**
Closing costs in Mexico

07 **Capital gains**
How the tax is calculated

08 **Your checklist**
And the off-market option

PROPRIETARY · DO NOT DISTRIBUTE · © 2026 ENGEL & VÖLKERS SNELL REAL ESTATE

© ENGEL & VÖLKERS SNELL REAL ESTATE · PROPRIETARY

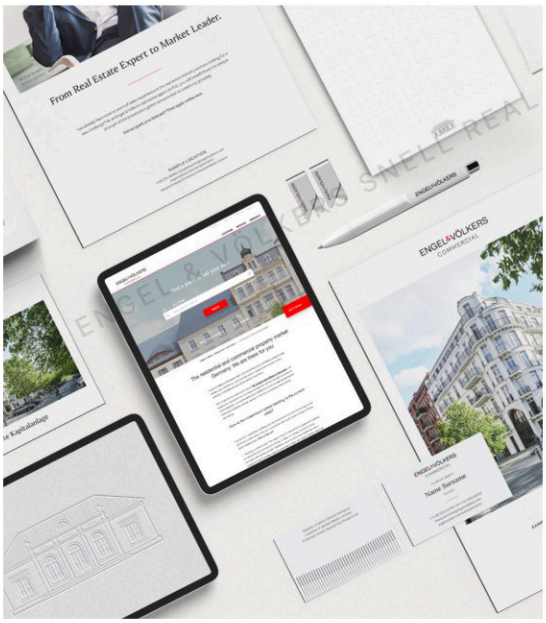
Some content and imagery may be created or enhanced with AI. All materials are reviewed and approved by Engel & Völkers Snell Real Estate

© 2026 Engel & Völkers Snell Real Estate. Proprietary material. Reproduction, modification or redistribution is prohibited.

01 · YOUR AUDIENCE

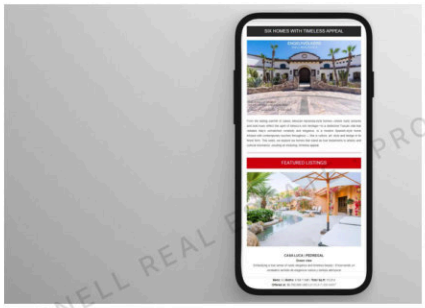
Where your listing is marketed

Most buyers in Los Cabos live elsewhere when they start their search, so your listing is distributed locally and internationally from the day it goes live.











EDGE GLOBAL SYNDICATION · ONE LISTING, EIGHT PORTALS

Properstar	**70M**
The Wall Street Journal	**49.7M**
Juwai.com	**10M**
Engel & Völkers	**4.3M**
Mansion Global	**2.6M**
Robb Report	**2.3M**
JamesEdition	**1.7M**
realtor.com international	**700K**

Roughly **141 million** combined. Audience figures are each platform's own published reach.

AND CLOSE TO HOME

- ☐ **MLS BCS**, shared with every member brokerage in Baja California Sur
- ☐ **snellrealestate.com** and the Engel & Völkers network site
- ☐ A **New to Market** email to our full database
- ☐ **Open house** invitations to all MLS users, plus social
- ☐ Social channels with **19,400 followers**, all content produced in house
- ☐ Brochures, market reports, press features and our **shop windows**
- ☐ Eligible listings featured in **GG Magazine**, Engel & Völkers' global lifestyle title

PROPRIETARY · DO NOT DISTRIBUTE · © 2026 ENGEL & VÖLKERS SNELL REAL ESTATE

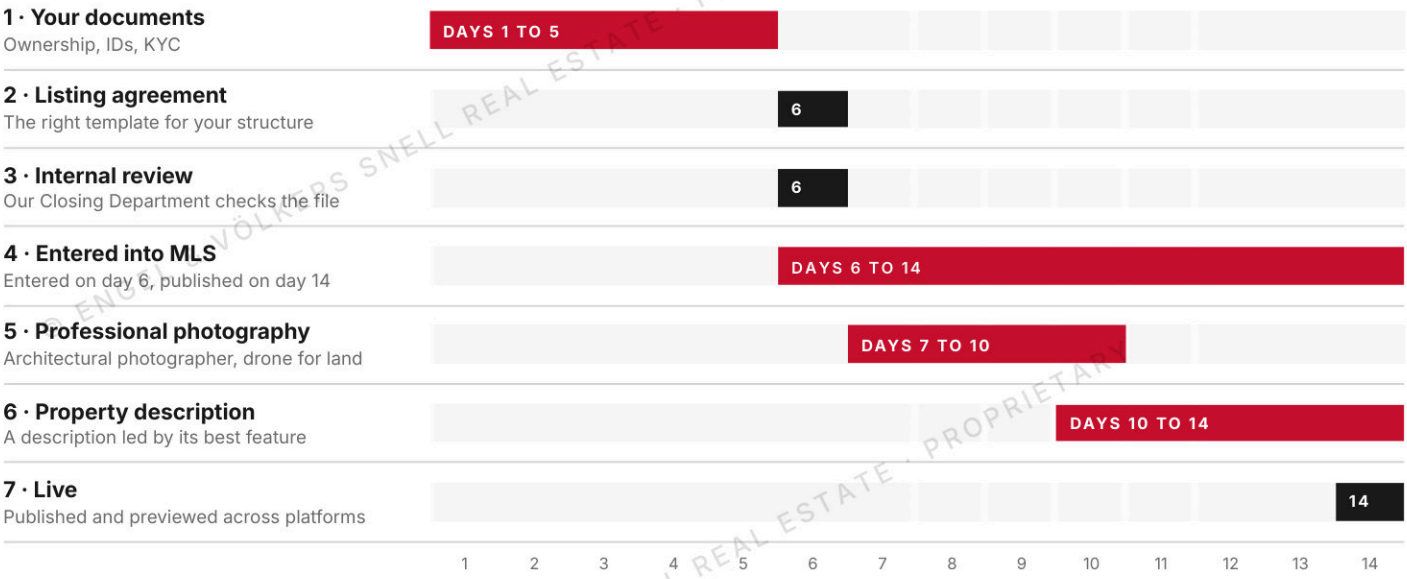
Some content and imagery may be created or enhanced with AI. All materials are reviewed and approved by Engel & Völkers Snell Real Estate

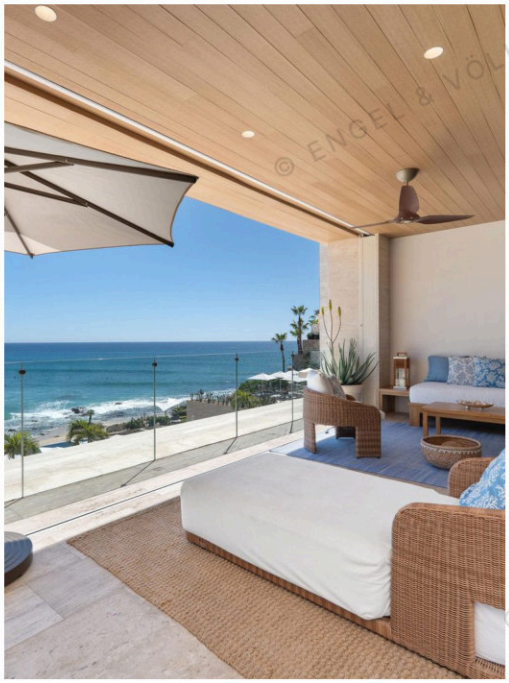
© 2026 Engel & Völkers Snell Real Estate. Proprietary material. Reproduction, modification or redistribution is prohibited.

02 · THE LISTING JOURNEY

The listing timeline

Seven steps take your home from a signed agreement to a fully marketed listing, typically in about two weeks. Listings move fastest when the documents are complete in the first week.





WHAT HAPPENS ONCE YOU ARE LIVE

Our Marketing and Communications team watches the inventory for opportunities that fit your home: email campaigns, weekly spotlights, open houses, brochures and market reports, blog and press features, EDGE syndication, social media and our shop windows. **Listings with strong visual assets qualify for the widest range of channels.**

RENEWALS

If your listing term ends before the sale, we begin the renewal at least **10 business days** ahead, so your home never drops off the market.

PROPRIETARY · DO NOT DISTRIBUTE · © 2026 ENGEL & VÖLKERS SNELL REAL ESTATE

Some content and imagery may be created or enhanced with AI. All materials are reviewed and approved by Engel & Völkers Snell Real Estate

© 2026 Engel & Völkers Snell Real Estate. Proprietary material. Reproduction, modification or redistribution is prohibited.

03 · YOUR DOCUMENTS

Documents for your listing

What we need depends on how the property is owned. Anti-money-laundering law requires identity and KYC documents from every owner, not only the one who signs.

EVERY SELLER · AT LISTING

- ☐ **Deed** (Escritura) or **Fideicomiso**
- ☐ **Proof of address**, no older than two months
- ☐ **Valid ID for each owner**: passport, driver's license or INE
- ☐ **KYC form** for each owner
- ☐ Signed **Privacy Notice**
- ☐ The **Listing Agreement**

IF IT APPLIES TO YOU

Owned by a company	Acta Constitutiva or Articles of Organization, bylaws, resolutions, RFC. Signed by the legal representative
Held in a trust	The trust agreement with amendments, and the RFC
Someone signs for you	Their ID, proof of address and the Power of Attorney
You bought a lot and built	Manifestación de Construcción and Oficio de Terminación de Obra

LATER · DURING THE CLOSING

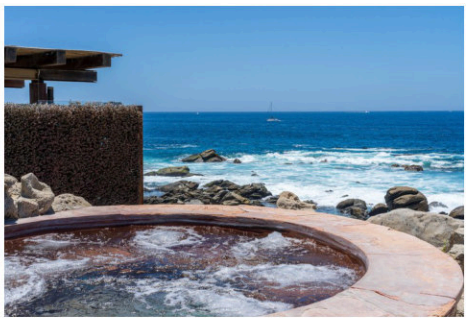
- ☐ **ISABI** payment receipt from your purchase
- ☐ **CFDI** for your acquisition, if your deed is dated after 2014
- ☐ Current **predial** receipt
- ☐ **HOA** receipt showing the paid-through date
- ☐ **Trustee bank** annual fee, paid current
- ☐ Condominium rules and regulations
- ☐ Facturas for any construction or remodel

THE THREE THINGS THAT DELAY A LISTING

1. A missing KYC form
2. Proof of address older than two months
3. An ID whose name does not match the deed

GATHER ORIGINALS EARLY

Expired predial or HOA receipts are among the most common causes of closing delays, and the notary will ask for originals. Keeping them current while you are listed saves weeks at the end.





PROPRIETARY · DO NOT DISTRIBUTE · © 2026 ENGEL & VÖLKERS SNELL REAL ESTATE

Some content and imagery may be created or enhanced with AI. All materials are reviewed and approved by Engel & Völkers Snell Real Estate

© 2026 Engel & Völkers Snell Real Estate. Proprietary material. Reproduction, modification or redistribution is prohibited.

04 · PRICE AND PRESENTATION

Pricing and presentation

Most buyers first see your home online. The asking price and the photography carry the most weight in the first weeks on the market.







Pricing on evidence

Your advisor prices from MLS BCS comparable sales and current competing inventory, so the number holds up when buyers and their advisors run the same research.

Professional media

An architectural photographer, high resolution and professionally edited. Never phone photos. Video, 3D tours, floor plans and drone where they add value; marked boundaries for land.

Show ready

Clear surfaces, open blinds and complete small repairs before photography. If the home is rented, agree showing windows with your guests ahead of time.

OUR MARKET REPORTS

Ask your advisor for our current market report on your community: prices, absorption and recent sales.

PROPRIETARY · DO NOT DISTRIBUTE · © 2026 ENGEL & VÖLKERS SNELL REAL ESTATE

Some content and imagery may be created or enhanced with AI. All materials are reviewed and approved by Engel & Völkers Snell Real Estate

© 2026 Engel & Völkers Snell Real Estate. Proprietary material. Reproduction, modification or redistribution is prohibited.

05 · FROM OFFER TO CLOSING

From accepted offer to closing

A typical closing runs two to three months. Once you accept, a dedicated closing coordinator and a closing lawyer take the file through escrow, the trustee bank and the notary. The main steps are below.

1

DAY 1

You accept

Your advisor prepares the offer for your signature after broker review. Names must match your passports and the property exactly as it reads on title.

2

WITHIN 24 HOURS

Your team is named

A closing coordinator and a lawyer are assigned. The coordinator prepares escrow and sends you a first request for documents.

3

DAYS 2 TO 15

Deposits

The buyer's initial deposit, then earnest money, go into escrow. Contingencies are removed and confirmed in writing.

4

DAYS 16 TO 60

Title work

The lawyer prepares your closing statement and capital gains study, and the bank assigns your trust or creates a new one for the buyer.

5

DAYS 60 TO 65

Closing

The notary sets the date. The buyer funds escrow, title transfers, and escrow releases your proceeds within two business days.

YOU DO NOT NEED TO FLY IN

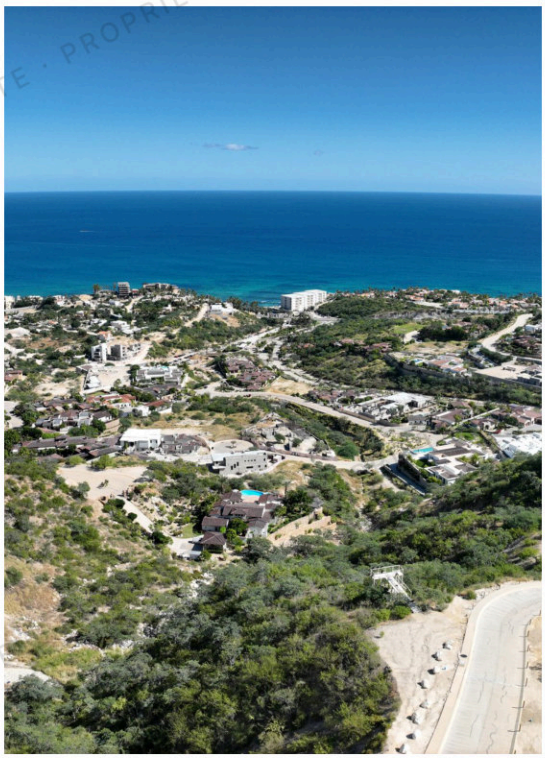
Trustee bank instruction letters grant a proxy, so **you do not need to attend closing**. The letters need an apostille or consular certification and a certified translation, and your coordinator handles the sequence.

IF YOU HAVE A MORTGAGE

Eight to ten days before closing we issue wire instructions for the balance and notify your lender, so the payoff happens at closing.

KEYS AND HANDOVER

After closing, your advisor collects and hands over the keys, manuals and any furniture included in the sale.



PROPRIETARY · DO NOT DISTRIBUTE · © 2026 ENGEL & VÖLKERS SNELL REAL ESTATE

Some content and imagery may be created or enhanced with AI. All materials are reviewed and approved by Engel & Völkers Snell Real Estate

© 2026 Engel & Völkers Snell Real Estate. Proprietary material. Reproduction, modification or redistribution is prohibited.

06 · WHO PAYS WHAT

Who pays closing costs

In Mexico, closing costs are assessed to the buyer and are not negotiated onto the seller. Your costs are narrower, and most come straight out of the proceeds at closing.

THE BUYER CARRIES

Closing costs

- ISABI acquisition tax, 3% in Baja California Sur
- Notary fees
- Public Registry recordation
- Tax appraisal and permit fee
- Certificates of no liens and no tax debt
- Foreign Affairs permit and trustee bank fees
- Translation, transaction and escrow fees
- Title insurance, if elected

YOU CARRY

Your side of the sale

- **Capital gains tax (ISR)**, withheld by the notary
- The **real estate commission**, plus IVA
- **HOA dues**, paid up to the signing date
- **Utilities**, paid up to the signing date
- **Predial** (property tax), paid for the current year
- **Any debt** attached to the property
- Trust cancellation or assignment fees, if applicable

Prorations can be a credit

If you have already paid predial or HOA dues for the year, the unused portion can come back to you at closing.

Priced in pesos

Every fee and tax is calculated on the peso value of the registered price, whatever currency the deal is in, so estimates move with the exchange rate.

Proof for home

After closing you receive a certified letter confirming the ISR paid, with receipts and the final settlement, to support a foreign tax credit in the US, Canada or another treaty country.



PROPRIETARY · DO NOT DISTRIBUTE · © 2026 ENGEL & VÖLKERS SNELL REAL ESTATE

Some content and imagery may be created or enhanced with AI. All materials are reviewed and approved by Engel & Völkers Snell Real Estate

© 2026 Engel & Völkers Snell Real Estate. Proprietary material. Reproduction, modification or redistribution is prohibited.

07 · CAPITAL GAINS

How capital gains are calculated

The notary calculates the capital gains tax (ISR) in pesos and withholds it at closing. What you pay depends first on your tax residency, and then on the paperwork you can produce.

STEP 1 · YOUR COST BASIS

Purchase price Land and construction, valued separately	+	**Improvements** Construction or remodel **supported by facturas**	+	**Acquisition costs** Notary fees, ISABI and appraisal from your purchase	×	**Adjustments** Construction less 3% a year; all indexed to Mexican inflation (INPC)	=	**Cost basis** Your adjusted investment

STEP 2 · YOUR TAXABLE GAIN

Sale price In pesos	−	**Cost basis** From step 1	−	**Commission** The sales commission paid	=	**Taxable gain** Rate depends on who you are: step 3

STEP 3 · YOUR RATE DEPENDS ON WHO YOU ARE

A Mexican tax resident selling your home

Exempt on up to **700,000 UDIs** of the price (about MXN 6 million), once every three years, with proof the home is your residence. Any excess is taxed as below.

A Mexican tax resident, any other property

The gain is spread over the years you owned it (up to 20) and taxed at the progressive rate, up to 35%. The notary's withholding is a provisional payment, settled in your annual return.

Not a Mexican tax resident

You choose: **25% of the gross price**, with no deductions, or **35% of the net gain** if you appoint a legal representative in Mexico. With a documented cost, the second is usually lower.



KEEP YOUR FACTURAS

A seller who renovated without official invoices loses that deduction entirely. If you have improved the home, gather every factura now, not in the week before closing. Your advisor can review them with you early in the process.

This page explains the general method so you can prepare. It is not tax advice. Rules as of October 2026 (LISR Arts. 93, 120 to 126 and 160). Your notary determines the final figure, and we recommend confirming your position with a tax professional in Mexico and at home.

PROPRIETARY · DO NOT DISTRIBUTE · © 2026 ENGEL & VÖLKERS SNELL REAL ESTATE

Some content and imagery may be created or enhanced with AI. All materials are reviewed and approved by Engel & Völkers Snell Real Estate

© 2026 Engel & Völkers Snell Real Estate. Proprietary material. Reproduction, modification or redistribution is prohibited.

08 · YOUR CHECKLIST

Seller checklist

Review this list with your advisor to keep the listing and the closing on schedule.

BEFORE WE LIST

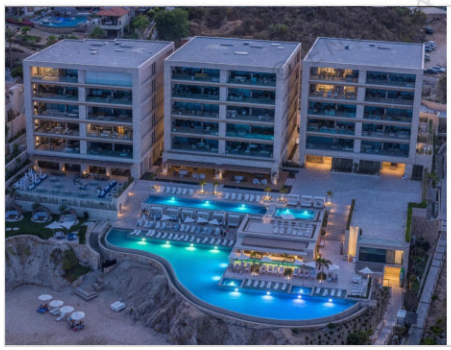
- [ ] Deed or fideicomiso located
- [ ] IDs for every owner, names matching the deed
- [ ] Proof of address dated within two months
- [ ] KYC forms and Privacy Notice signed by every owner
- [ ] Company, trust or Power of Attorney documents, if they apply
- [ ] Price agreed on the basis of comparable sales
- [ ] Listing Agreement signed

BEFORE PHOTOGRAPHY

- [ ] Home cleaned, decluttered and staged
- [ ] Small repairs completed
- [ ] Pool, terraces and landscaping at their best
- [ ] Lot boundaries marked, for land

BEFORE CLOSING

- [ ] Predial paid and receipt on hand
- [ ] HOA dues current, receipt on hand
- [ ] Trustee bank annual fee paid
- [ ] Original ISABI receipt and acquisition CFDI located
- [ ] **Facturas** for improvements gathered
- [ ] Lender informed, if there is a mortgage
- [ ] Keys, remotes, manuals and inventory ready to hand over
- [ ] Wire instructions confirmed **by phone** before any transfer



PREFER DISCRETION?

The off-market route

For sellers who value privacy, we can market your home without MLS publication: shared selectively with qualified buyers and advisors, an NDA before full details where warranted, and no public campaigns. You trade reach for confidentiality, and we bring you **qualified interest, not volume**.

PROPRIETARY · DO NOT DISTRIBUTE · © 2026 ENGEL & VÖLKERS SNELL REAL ESTATE
© ENGEL & VÖLKERS SNELL REAL ESTATE · PROPRIETARY

Some content and imagery may be created or enhanced with AI. All materials are reviewed and approved by Engel & Völkers Snell Real Estate

© 2026 Engel & Völkers Snell Real Estate. Proprietary material. Reproduction, modification or redistribution is prohibited.

LOCAL ROOTS, GLOBAL REACH

About Engel & Völkers Snell Real Estate

Snell Real Estate has been part of Los Cabos since 1997. As Engel & Völkers Snell, we bring that local depth together with one of the most recognized luxury real estate brands in the world.

1997	Nearly $4B	~141M	19.4K
SERVING LOS CABOS SINCE	IN SALES CLOSED	COMBINED PORTAL AUDIENCE	SOCIAL FOLLOWERS







01 Market leadership

Number one in MLS BCS by sales volume for nearly two decades. We see more of this market than anyone, and we price with that knowledge.

02 A closing team

An in-house Closing Department and a closing coordinator on every file, so your sale is managed from offer to funds released.

03 A global brand

Engel & Völkers puts your home in front of buyers and referring advisors in markets around the world.

PROPRIETARY · DO NOT DISTRIBUTE · © 2026 ENGEL & VÖLKERS SNELL REAL ESTATE
© ENGEL & VÖLKERS SNELL REAL ESTATE · PROPRIETARY

Some content and imagery may be created or enhanced with AI. All materials are reviewed and approved by Engel & Völkers Snell Real Estate

© 2026 Engel & Völkers Snell Real Estate. Proprietary material. Reproduction, modification or redistribution is prohibited.



PROPRIETARY · DO NOT DISTRIBUTE · © 2026 ENGEL & VÖLKERS SNELL REAL ESTATE

CONTACT

Speak with an advisor

Ask your advisor for our latest market report on your community and a pricing opinion, with no obligation.

YOUR ADVISOR

Luis Emilio Ruiz
Partner | Real Estate Advisor
US +1 (619) 918 3572
MX +52 (55) 7924 1821 · WhatsApp
l.ruiz@snellrealestate.com

VISIT

Carr. Transpeninsular Km 27.5
The Shoppes at Palmilla, Local A106
San José del Cabo, B.C.S. 23400

CONNECT

+52 624 105 81 00
snellrealestate.com
@snellrealestate

LOCAL ROOTS — GLOBAL REACH

SCAN TO EMAIL US
Ask us about selling

This guide is general information to help you prepare, not legal, tax or financial advice. Figures are typical at the time of writing and are confirmed for each transaction by the notary and our Closing Department. Each brokerage is independently owned and operated.

EVSRE · THE SELLER'S GUIDE · v1.3 · 14 OCT 2026

Some content and imagery may be created or enhanced with AI. All materials are reviewed and approved by Engel & Völkers Snell Real Estate

© 2026 Engel & Völkers Snell Real Estate. Proprietary material. Reproduction, modification or redistribution is prohibited.